

Message Text

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51

ACTION COME-00

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FM AMEMBASSY LUSAKA

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, ZA

SUBJ: TRADE MISSIONS

REF: (A) STATE 170083

(B) LUSAKA A-106, AUGUST 24

(C) USDOC 11470

(D) USDOC 12547

(E) STATE 170390

(F) USDOC 10232

1. IN LIGHT OUR MODEST RESOURCES, WHAT WE LEARNED FROM EXPERIENCE WITH AUGUST ELECTRIC POWER TRADE MISSION, AND RELATED REVISION OF OUR VIEWS ON HOW MAKE BEST POSSIBLE USE OF TRADE MISSIONS, WE PARTICULARLY CONSCIOUS OF TENDENCY AT MOMENT TO BUNCH SEVERAL MISSIONS PROPOSED FOR ZAMBIA NEXT FEW MONTHS--COMMUNICATIONS EQUIPMENT IN DECEMBER, AGRICULTURAL EQUIPMENT IN JANUARY, TEXTILE PRODUCTS IN FEBRUARY, AND MINING EQUIPMENT IN APRIL.

2. WE HAVE SERIOUS DOUBTS ABOUT TEXTILE PRODUCTS MISSION (REF C) AND CONCLUDE IT SHOULD NOT BE SCHEDULED FOR ZAMBIA BECAUSE OF GRZ INTENTION PROTECT OWN TEXTILE INDUSTRY AND LIKELIHOOD CHINESE WILL BE DOMINANT TEXTILE EXPORTER TO ZAMBIA OVER NEXT SEVERAL YEARS.

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3. CONCERNING OTHER THREE MISSIONS, EMBASSY WISHES CALL ATTENTION TO LUSAKA A-106, WHICH DRAWS ON OUR EXPERIENCE WITH ELECTRIC POWER MISSION TO POINT UP PARTICULAR CIRCUMSTANCES WE HAVE HERE AND TO SUGGEST CERTAIN MODIFICATIONS IN PROCEDURES WHICH WE BELIEVE WILL IMPROVE EFFECTIVENESS OF PREPARATIONS FOR AND OVER-ALL UTILITY OF TRADE MISSIONS. WHILE APRIL DATE FOR MINING EQUIPMENT MISSION ACCEPTABLE, WE CONCERNED THAT CLOSE SUCCESSION OF COMMUNICATIONS AND AGRICULTURAL EQUIPMENT TRADE MISSIONS IN DECEMBER AND JANUARY MAY WELL MEAN LESS THAN MAXIMUM DEVOTION OF EFFORT TO ONE OR BOTH. ADDITIONAL HANDICAP WILL BE EMBASSY FOCUS THROUGHOUT MONTH OF OCTOBER ON PREPARATIONS FOR AND CARRYINGOUT POST INSPECTION.

4. RECOGNIZE PREPARATIONS FOR COMMUNICATIONS AND AGRICULTURAL EQUIPMENT MISSIONS NOW FAR ADVANCED, BUT IF POSTPONEMENT OF ONE OR THE OTHER CONSIDERED FEASIBLE AND DESIRABLE, WOULD OPT FOR POSTPONEMENT OF COMMUNICATIONS EQUIPMENT MISSION TO JUNE OR PREFERABLY JULY. WHETHER OR NOT SPACING OUT OF MISSIONS CAN BE ARRANGED, STRONGLY URGE CAREFUL CONSIDERATION BE GIVEN TO POINTS AND RECOMMENDATIONS IN A-106 AND THEIR ACCOMMODATION TO EXTENT POSSIBLE.

5. SUGGEST COMMERCE CONSULT ON FOREGOING WITH MISSION DIRECTOR E.L. CARTERON WHO HEADED ELECTRICAL POWER MISSION HERE IN AUGUST AND WHOSE INSIGHTS AND COUNSEL WE FOUND VERY HELPFUL TO US.

6. FURTHER DETAILS AND COMMENT ON COMMUNICATIONS AND AGRICULTURAL MISSIONS FORTHCOMING SHORTLY.NELSON

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